

BUSINESS DECISION MAKING

This event recognizes PBL members who develop competency in management, decision making, and leadership quality, and who demonstrate knowledge of these key principles. This event is based on team rather than individual competition. In addition to learning and applying business decision-making skills, team participants develop speaking ability and poise through oral presentations.

COMPETENCIES

This event is composed of two (2) parts: a written objective test and a decision-making problem (case study) with the decision presented and defended before a panel of judges.

Objective Test

The written objective test may include questions on the principles of business ownership and management, business plans, ethics and social responsibilities, financial management, government regulations, human resource management, legal issues, marketing management, and taxation.

Case Study

The case study will consist of a problem encountered by management in one or more of the following areas: business planning, organizational design, economic environment, short-term and long-range planning, personnel management, financial management, and marketing management. All the questions raised in the case must be addressed during the oral presentation.

ELIGIBILITY

Each chapter may enter one (1) team that must be composed of three (3) members.

One (1) team member may have entered this event at a previous State Leadership Conference. The team may be from one or more active local chapters and must be on record as having paid dues by **March 1** of the current school year.

Members who are, or have been, enrolled in a graduate program as of December 1 of the current school year are not eligible to participate in the competitive events program.

REGULATIONS

1. An entry form must be mailed to the state office postmarked no later than the designated deadline.
2. Participants must be selected in accordance with the regulations of the state chapter and the national association.
3. No more than one (1) team member may have entered this event at a previous State Leadership Conference.
4. Participants failing to report on time for the event may be **DISQUALIFIED**.
5. Two (2) 4" x 6" index cards will be provided for each participant and may be used during the preparation and performance of the oral segment of the event. Information may be written on both sides of the note cards. The cards must be returned to the event administrator following the team's performance.
6. No reference materials or visual aids may be brought to or used during the preparation or performance.

7. Participants must adhere to the dress code established by the Board of Directors or a penalty of five (5) points will be deducted on the performance rating sheet.

PROCEDURES

Objective Test

- ↳ A one-hour written objective test will be administered based on the previously listed COMPETENCIES.
- ↳ Team members will take one objective test collaboratively. Each team member will be provided a copy of the test to work from, but the team will submit one (1) collaborative answer sheet.
- ↳ Participants must furnish their own No. 2 pencils and erasers; they may use their own non-graphing calculators for both portions of this event.
- ↳ The five (5) teams with the highest score will be scheduled for a performance. The order of performance will be drawn by a team member approximately 30 minutes before the performance.

Decision-Making Problem

- ↳ Members of the five (5) participating finalist teams will meet for instructions and time assignments before the first performance is scheduled to begin. Twenty-five (25) minutes before performance, each team will receive an envelope containing three (3) copies of the case study.
- ↳ The team has fifteen (15) minutes to present the case.
- ↳ One member should introduce the team and describe or summarize the case study. All team members must participate in the presentation. The team members will be allowed to use their note cards in explaining their decisions and rationale to the judges.
- ↳ A timekeeper will stand at the end of fourteen (14) minutes. When each team is finished, the time used will be recorded. A five (5) point deduction will be made for presentations over fifteen (15) minutes. A maximum of five (5) additional minutes will be allowed for questions from the judges. Participants should be prepared to defend their decisions and respond to questions from the judges.
- ↳ A weighting of 2/3 performance score and 1/3 from the objective test score will determine the final rank.
- ↳ Case study performances are open to conference attendees, except performing participants of this event.

JUDGING

The objective test will be machine graded. Ties will be broken based on the time the test was returned.

The performance portion of this event will be evaluated by a panel of judges. All decisions of the judges are final.

AWARDS

The first place team will receive plaques. Certificates are given to second through fifth place winners.

PARTICIPATION AT NATIONAL

The first and second place teams in this event are eligible to represent the state at the National Leadership Conference. Please refer to the National PBL Chapter Handbook for guidance.

RATING SHEET – MISSOURI PBL



Rank

Name/School

Business Decision Making

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Problem is understood and well-defined	0	1-5	6-10	11-15	
Alternatives are recognized with pros and cons stated and evaluated	0	1-5	6-10	11-15	
Logical solution is selected with positive and negative aspects of its implementation given	0	1-5	6-10	11-15	
Anticipated results are based on correct reasoning	0	1-5	6-10	11-15	
Demonstration of ability to effectively answer questions	0	1-3	4-7	8-10	
Explanation of the Case					
Thoughts and statements are well-organized and clearly stated; appropriate business language is used	0	1-5	6-10	11-15	
Team members are forceful and show self-confidence, poise, and good voice projection	0	1-3	4-7	8-10	
All team members participate actively during the presentation	0	1-2	3-4	5	

Presentation Score _____/100 max.

Time Penalty Deduct five (5) points for presentations over fifteen (15) minutes. _____

Dress Code Penalty Deduct five (5) points when dress code is not followed. _____

Final Score _____/100 max.

Time: _____

Comments:

RANKING SHEET – MISSOURI PBL

BUSINESS DECISION MAKING

NAME OF SCHOOL	RANK BY JUDGE	RANK BY JUDGE	RANK BY JUDGE	TOTAL	FINAL RANK (Smaller Number Wins)
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					

In the event of a tie, the tie will be broken by awarding the higher rank to the person who received more small numbers from the judges.

Example: ↓ ↓ ✓ Winner
 1 2 6 = 9 2
 } Tied for second place
 2 3 4 = 9 2

If tie remains after this step, judges will make a decision as to the rank to be assigned to the participants.